

## Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY BEIRUT

AMEMBASSY KUWAIT IMMEDIATE

AMEMBASSY ABU DHABI IMMEDIATE

AMEMBASSY JIDDA

AMEMBASSY TEHRAN IMMEDIATE

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E.O. 11652: N/A

TAGS: BTRA, XF, LE, KU, TC, SA, IR

SUBJECT: SECOND MID-AMERICA TRADE AND INVESTMENT MISSION

REF : STATE 30339; KUWAIT 1156

1. SECOND MIDDLE AMERICA TRADE INVESTMENT MISSION (MATIM II) HAS PUSHED BACK DATES FOR ITS MISSION TO MIDDLE EAST THREE DAYS. WINSTANLEY BRIGGS, WHO ADVANCED THIS MISSION EARLIER THIS YEAR, WILL NOT ARRIVE IN AREA IN ADVANCE OF HIS PARTY. COMPLETE ITINERARY FOLLOWS. PARTY HAS BEEN REDUCED TO FOLLOWING SIX PERSONS:

MR. EDWARD TUNGERIAN, MANAGER OF PLANNING AND RESEARCH, INTERNATIONAL OPERATIONS, SEARS ROEBUCK AND COMPANY.

MR. LUCIEN BRUGGEMAN, SPECIAL ASSISTANT TO THE CHAIRMAN OF THE BOARD, ALLIS-CHALMERS.

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E. R. HEIZER, PRESIDENT, HEIZER CORPORATION.

THOMAS MURPHY, PRESIDENT, BELL WORLDWIDE.

SELEM TIDEMAN, PRESIDENT, HARRINGTON, TIDEMAN AND O'LEARY.

WINSTANLEY BRIGGS, VICE PRESIDENT, THOMAS MINER AND ASSOCIATES, INC.

2. BRIGGS HAS INFORMED US HE HAS VISITED BEIRUT, KUWAIT, RIYADH, JIDDA, AND TEHRAN TO DISCUSS APPOINTMENTS AND LOGISTICS FOR THE MATIM II MISSION. MID-AMERICA COMMITTEE REQUESTS YOUR ASSISTANCE IN RESCHEDULING, SCHEDULING AND CONFIRMING APPOINTMENTS. DETAILS FOLLOW HERE. WE SHARE COMMITTEE'S REGRET INCONVENIENCE THIS MAY CAUSE YOU AND SIMPLY ASK THAT YOU ASSIST AS YOU ARE ABLE.

3. FOR BEIRUT: IF POSSIBLE, PLEASE RESET BRIEFING OF MATIM II WITH AMBASSADOR GODLEY FOR APRIL 7 AND MEETINGS WITH DR. SELIM HOSS AND MR. IDILBI FOR APRIL 7 ALSO.

4. FOR KUWAIT: BRIEFING WITH AMBASSADOR STOLTZFUS ON APRIL 8 AND OTHER MEETINGS ARE ALREADY RESET ACCORDING TO BRIGGS. ASKS IF BOGOSIAN WOULD BE ABLE TO CONFIRM OFFICIAL MEETINGS FOR 8TH AND 9TH. BRIGGS ALSO REQUESTS THAT BACKGROUND INFORMATION ON PARTICIPANTS AND COMPANIES BE MADE AVAILABLE TO FUAD HUSSEIN AT KUWAIT PLANNING BOARD AND ASKS THAT HUSSEIN SET UP APPROPRIATE BUSINESS APPOINTMENTS FOR GROUP IN COORDINATION WITH BOGOSIAN. BRIGGS INDICATED THAT POST AND HE ALREADY HAD DISCUSSED THESE ACTIVITIES.

5. FOR ABU DHABI: BRIGGS REGRETS THAT BECAUSE OF LOGISTICAL PROBLEMS HE COULD NOT VISIT LIMBERT DURING ADVANCE TRIP THROUGH AREA. CITING QUALITY OF LIMBERT'S SUPPORT DURING OCTOBER 1974 VISIT OF COMMITTEE, ASKS IF IT WOULD BE POSSIBLE FOR LIMBERT TO SET UP A BRIEFING FOR GROUP WITH AMBASSADOR STERNER APRIL 12. ALSO WISHES TO RELY ON LIMBERT'S JUDGMENT TO SET UP APPOINTMENTS FOR GROUP WITH "ANY THREE GOVERNMENT OFFICIALS HE DEEMS APPROPRIATE," AS UNCLASSIFIED

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WELL AS PRIVATE INDUSTRY MEETINGS. DURING MATIM I OCTOBER 1974, LIMBERT PROCURED TEN TAXIS FOR THE GROUP'S USE, AND IF AT ALL POSSIBLE, BRIGGS REQUESTS SIMILAR ENGAGEMENT AT COMMITTEE'S EXPENSE OF TWO TAXIS FOR USE DURING MATIM II'S UAE VISIT APRIL 12-14.

6. FOR JIDDA: REALIZING THE CONSTRAINTS OF TIME, AND REGRETTING ANY INCONVENIENCE TO POST, BRIGGS REQUESTS IT

SET UP A BRIEFING BY AMBASSADOR AKINS IN JIDDA ON APRIL 16 AND IF POSSIBLE BY ECONOMIC COUNSELLOR IN RIYADH APRIL 15. HE ALSO WISHES THAT DR. MAHSOUN JALAL OF CONSULTING CENTER IN RIYADH OFFICIAL COORDINATE APPOINTMENTS WITH THE FOLLOWING AND OTHERS AS DEEMED APPROPRIATE: MINISTER OF FINANCE, GOVERNOR OF PETROMIN, GOV. SAUDI ARABIAN MONETARY AGENCY, MINISTER OF COMMERCE. BRIGGS ASKS AS FAVOR FROM HASSAN KABIR OF TRADE CENTER THAT HE SET UP APPROPRIATE APPOINTMENTS FOR GROUP IN JIDDA.

7. FOR TEHRAN: BRIGGS INDICATES HE DISCUSSED PLANS WITH POST DURING ADVANCE VISIT. HE WISHES TO INFORM POST OF STAY IN TEHRAN APRIL 19-20 AND ASKS COUNSELLOR BREWIN'S ASSISTANCE IN SETTING UP ALL OFFICIAL APPOINTMENTS AND BRIEFING BY AMBASSADOR. INFORMS US DR. NASSER DEN GANGEI OF INTERFINANCE AND INVESTMENT CORPORATION LTD. 100 VILLA AVENUE WILL BE ABLE TO HANDLE PRIVATE APPOINTMENTS.

8. ITINERARY:

APRIL 7 - DEPART BEIRUT 2015 HOURS FOR KUWAIT;

APRIL 8-9 MEETINGS, KUWAIT

APRIL 10 - MEETINGS KUWAIT, DEPART 2400 HOURS FOR ABU DHABI;

APRIL 11 - HOLIDAY

APRIL 12 - MEETINGS, ABU DHABI, DEPART 2240 HOURS FOR DUBAI;

APRIL 13 - MEETINGS DUBAI

APRIL 14 - DEPART DUBAI 1915 HOURS FOR RIYADH;

APRIL 15 - MEETINGS RIYADH;

APRIL 16 - DEPART RIYADH 1215 HOURS FOR JIDDA, MEETINGS IN JIDDA;

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APRIL 17 - MEETINGS JIDDA;

APRIL 18 - DEPART 0830 HOURS FOR BEIRUT, DEPART 2045 HOURS FOR TEHRAN;

APRIL 19-20 - MEETINGS TEHRAN;

APRIL 21 - DEPART TEHRAN 0655 HOURS FOR PARIS;

9. PARTICIPANTS: SEARS - RETAIL SALES, PARTICULARLY INTERESTED IN GOING OUT, VIEWING THE MARKET, TALKING WITH RETAILERS.

ALLIS-CHALMERS: FARM EQUIPMENT AND CONSTRUCTION EQUIPMENT. HEIZER: VENTURE CAPITAL INVESTMENT HOUSE WITH HOLDINGS IN MANY US AND OTHER MANUFACTURING FIRMS. PRIMARY INTEREST IS POSSIBILITY OF RAISING ARAB EQUITY CAPITAL.

BELL WORLDWIDE: IN REFINERY MAINTENANCE BUSINESS, BOTH FOR EQUIPMENT AND CONTRACT SALES.

HARRINGTON, TIDEMAN, AND O'LEARY IS LEADING FIRM IN MIDDLE WESTERN US IN FIELD OF INDUSTRIAL REAL ESTATE AND INDUSTRIAL PARK DEVELOPMENT. HAS PARTICIPATED IN THE DEVELOPMENT OF THE MOST IMPORTANT INDUSTRIAL AREAS IN CHICAGO.

10. FYI: DEPARTMENT AWARE PROBLEMS OF CHANGED SCHEDULE ON SHORT NOTICE. WITHIN CONSTRAINTS OF TIME WORKLOAD, WOULD APPRECIATE ANY ASSISTANCE YOU MAY BE ABLE TO GIVE BRIGGS AND MATIM II. BRIGGS MAY BE CONTACTED IN CHICAGO BY TELEX AT CHICAGO 25-36-71 AND AT POSTS AS INDICATED ON ABOVE ITINERARY. KISSINGER

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